

Message Text

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PAGE 01 STATE 131439

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TO AMEMBASSY LIBREVILLE

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E.O.11652:NA

TAGS:BEXP,GB

SUBJECT: TRANSGABON RAILROAD -- FLASH STATUS REPORT
POTENTIAL BIDDERS OWENDO-BOOUE SECTION

REF: LIBREVILLE 307

1. RECENT PROBE DIVERSE AND DISPERSED GENERAL ELECTRIC COMPANY OPERATIONS DISCLOSED PREPARATIONS HAVE BEEN UNDERWAY FOR SOME TIME TO BID LOCOMOTIVES CONTRACT (LOT 6). FYI: L.B. GEZON, EXPORT SALES MANAGER, G.E. LOCOMOTIVE PRODUCTS DIVISION, ERIE, PA., HAS STAFF HARD AT WORK DRAWING UP BID TO DELIVER OCTRA BY JUNE 28 DEADLINE. CONSIDERATION BEING GIVEN TO NEGOTIATING BID THROUGH G.E. REGIONAL DIRECTOR BASED ABIDJAN.

2. G.E. CONSIDERS LOT 6 SPECIFICATIONS LESS THAN OPTIMUM FOR JOB AND PLANS SUBMIT BID BASED ON STURDIER LOCOMOTIVES. GEZON STATED HIS CONVICTION THAT G.E. CAN UNDERBID EUROPEANS, EVEN IF LATTER BID TO THE LESS STURDY LOT 6 SPECS. (END FYI).

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PAGE 02 STATE 131439

3. GENERAL MOTORS ADVISES IT NO LONGER PLANS TO BID.

COMPANY CITES WHAT IT CONSIDERS UNWARRANTED AND UNETHICAL ATTEMPT TO EXTRACT EXHORBITANT COMMISSION BY COLOMBANI AND HIS GOG CONTACTS (REFTEL). (COMMENT: ALTHOUGH GM HAD EXPRESSED SIMILAR DISENCHANTMENT IN MARCH, COMMERCE HAD BEEN HOPING THE SUBSTANTIAL BUSINESS AT STAKE WOULD MOTIVATE GM AND/OR COLOMBANI TO MUTUALLY ACCEPTABLE COMPROMISE AS DEADLINE DREW NEAR.)

4. MORRISON-KNUDSEN DOES NOT REPEAT NOT, INTEND BID LOT 3 OWENDO-BOOUE SECTION, BUT REMAINS STRONGLY INTERESTED IN BOOUE-FRANCEVILLE SECTION. (FYI: M-K RELUCTANCE RE FIRST SECTION BASED MAINLY ON WHAT FIRM CONSIDERS TOO MANY COOKS IN BROTH RE DESIGN AND SUPERVISION--END FYI.

5. NELLO TEER CO. STILL CONSIDERING BID PART OF CONSTRUCTION OWENDO-BOOUE SECTION (LOT 3). COMPANY ALSO WEIGHING POSSIBILITIES FOR TEAMING UP WITH OTHER PREQUALIFIED CONTRACTORS. IF TEER BIDS, IT WILL SUBMIT AT OR VERY CLOSE TO JULY 29 DEADLINE.

6. EMBASSY REQUESTED AT ITS DISCRETION TO INQUIRE AS TO WHICH OF FIRMS PREQUALIFIED LOT 3 HAVE INDICATED ANY SUBSEQUENT INTENTION TO BID OR TO DROP OUT. KISSINGER

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